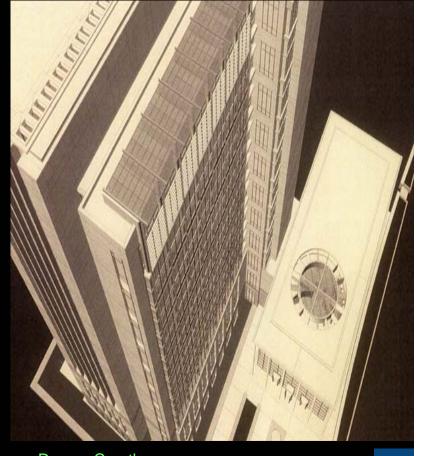
# Sustainability: From Dreams to Operations

**Making and Selling the Business Case** 



Rochester, New York August 9, 2004

David Eakin, PE
Office of the Chief Architect
Public Buildings Service



**Denver Courthouse** 



#### GSA Context

- Public/Federal Bldgs.
- Own/Manage Many Bldgs.
- Large Const. Program
- Long Life Buildings
- Serve Clients/Charge Rent
- Critical Operations
- Many Program Goals
- Leading Technologies
- We Contract Everything







#### Many Business Cases To Make

Many Motivations To Use/Contend

- Developer/Owner
- Clients
- Designers
- Construction Manager
- Quality Assurance Team
- Construction Contractor
- Operating Staff

#### 2004 Energy

#### The Business Case

Decisions Influenced By Cost Benefits, Principles, Direction

- How Do I Get Everything When I Have a Limited Budget?
  - Program What You Want (Scope/Cost)
  - Integrate Your Decisions (Go for Win-Win)
- How Do I Know What I Am Doing Will Really Cost Less Over The Life of the Facility? (Credibility, Deliverability)
  - Life Cycle Cost Your Options (If you can)
  - Commissioning (Total Building Commissioning)



#### The Business Case

- How Do I Get Everything When I Have a Limited Budget?
  - Program What You Want (Scope/Cost)
  - Integrate Your Decisions (Go for Win-Win)
- How Do I Know What I Am Doing Will Really Cost Less Over The Life of the Facility? (Credibility, Deliverability)
  - Life Cycle Cost Your Options (If you can)
  - Commissioning (Total Building Commissioning)



#### Program What You Want

i.e. You Have to Contract/Ask for It

- Reference Sustainable Design Criteria
  - GSA's Facilities Standards (P-100)
  - Whole Building Design Guide



#### Design Standards/Criteria

- Stresses Integral pesign
- Energy Performance Goals
- LEED Certification and Energy Goals
- Life Cycle Costing
- Discipline/System Design Criteria
- Submission Requirements
- Defines Commissioning

Available on the Internet: www.gsa.gov/p100

MARKET THE PROPERTY OF THE PROPERTY OF THE PARTY OF THE P



# Whole Building Design Guide

Check It Out, It's FREE!

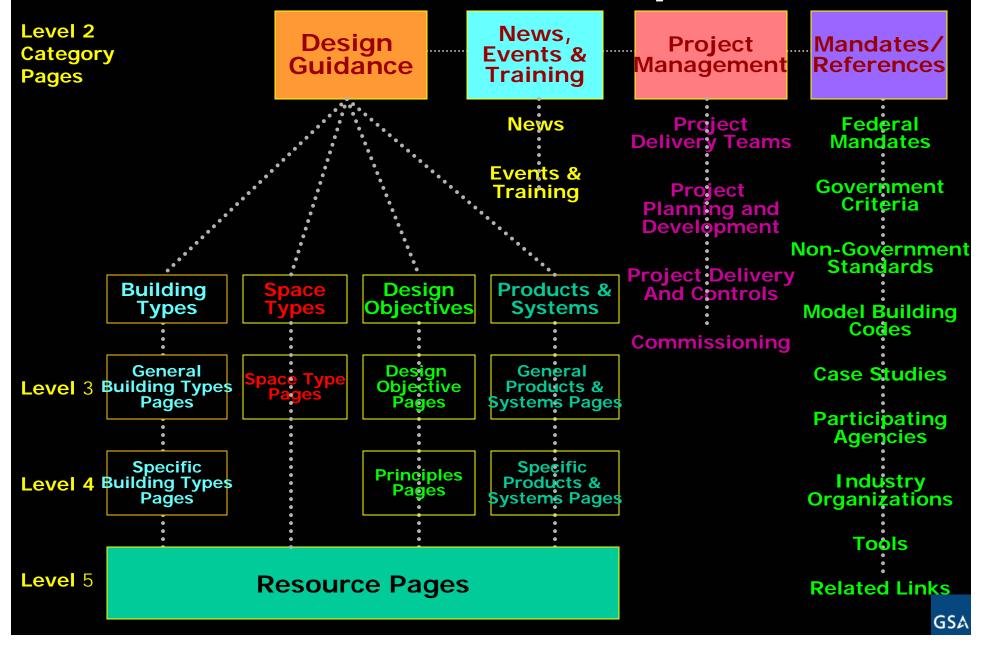
- Multi-Agency Supported Portal to Technical Subjects/Information, Owned by NIBS
- Library: Access to Virtually All Federal/Private
   Sector Documents Real Property Development
- Librarian: Explanatory Text With Hot-Links to Most Important Policy, Criteria, and Guidance
- Cross-References Facilitate Design Integration
- Continuously Updated
- Ask Questions, Provide Comments

www.wbdg.org





#### WBDG Site Map





#### Program What You Want

i.e. You Have to Contract/Ask for It

- Reference Sustainable Design Criteria
  - GSA's Facilities Standards (P-100)
  - Whole Building Design Guide
- Know Your Application Costs (Premiums)
  - LEED Cost Study
  - Applications Guide



# **Construction Cost Impacts**

#### **New Courthouse**

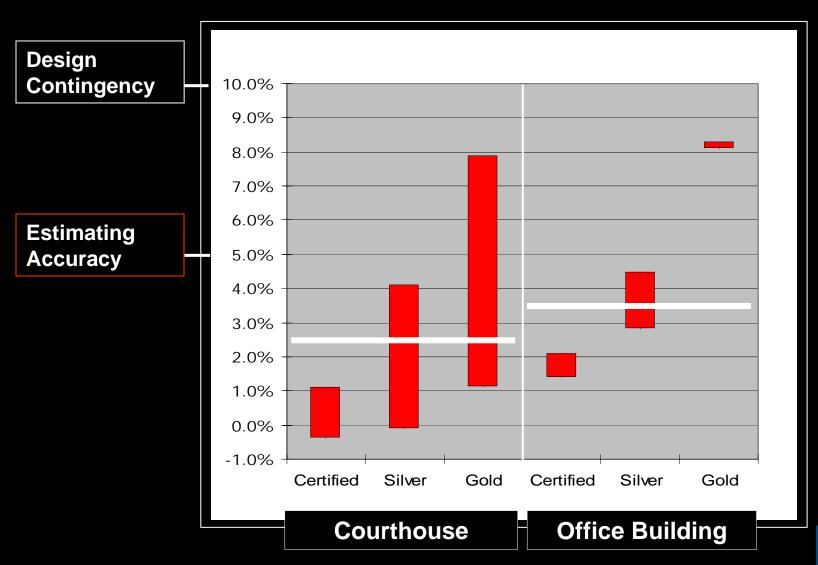
	Certified		Sil	ver	Gold		
	1A	2A	3A 4A		5 <b>A</b>	6A	
\$/GSF	(\$0.81)	\$2.32	(\$0.10)	\$8.96	\$2.47	\$17.19	
% Change	-0.4%	1.1%	-0.1%	4.1%	1.1%	7.9%	

#### Office Building Modernization

	Certified		Sil	ver	Gold		
	1B	2B	3B 4B		5B	6B	
\$/GSF	\$1.79	\$2.73	\$3.60	\$5.97	\$10.65	\$10.65	
% Change	1.4%	2.1%	2.8%	4.5%	8.3%	8.1%	



## Construction Cost Perspective





#### What's In the Soft Costs?

Fees = Design for Construction Cost Premiums + the following...

- Facilitate LEEDCharrette
- Point of Contact
- Technology Advisor
- Develop LEED Action Items
- Materials/Systems Research
- LEED Calculations for IEQ Credits

- Energy Calculations
- LEED Credit Interpretations
- Specification Edits
- Coordinate LEED
   Submittals With CM
- Review Contractor Submittals
- Assemble LEED Documentation



**Design Fee Prem** 

Soft Cost To

Cost Impact (\$/0

**LEED Documentation & Certifica** 

#### Design Team Fees

(With LEED Consultant)

#### **New Courthouse**

	Certified		Sil	ver	Gold			
	1A	2A	3A	4A	5A	6A		
			In Thou	ısands				
nium	\$83.8	\$97.7	\$83.8	\$120.1	\$134.0	\$182.5		
ation	\$22.4	\$22.4	\$23.6	\$23.6	\$26.0	\$26.0		
otals	\$106.1	\$120.1	\$107.5	\$144.6	\$159.9	\$208.5		
GSF)	\$0.41	\$0.46	\$0.41	\$0.55	\$0.61	\$0.80		

#### **Office Modernization**

	Certified		Silver		Go	old
	1A	2A	3A	4A	5A	6A
			In Thou	ısands		
Design Fee Premium	\$97.7	\$99.9	\$107.4	\$123.2	\$184.3	\$181.0
<b>LEED Documentation &amp; Certification</b>	\$26.7	\$26.7	\$28.0	\$28.0	\$30.3	\$30.3
Soft Cost Totals	\$124.4	\$126.6	\$135.4	\$151.2	\$214.6	\$211.3
Cost Impact (\$/GSF)	\$0.41	\$0.41	\$0.44	\$0.49	\$0.70	\$0.69



# Experienced Design Team Fees

(w/o Using LEED Consultant)

#### **New Courthouse**

	Certified		Sil	Silver		old
	1A	2A	3A	4A	5A	6A
			In The	ousands		
Design Fee Premium	\$88.1	\$93.3	\$88.1	\$116.5	\$116.5	\$160.5
<b>LEED Documentation &amp; Certification</b>	\$24.3	\$24.3	\$26.0	\$26.0	\$29.5	\$29.5
Soft Cost Totals	\$112.4	\$117.6	\$114.1	\$142.5	\$146.0	\$190.0
Cost Impact (\$/GSF)	\$0.43	\$0.45	\$0.44	\$0.54	\$0.56	\$0.73

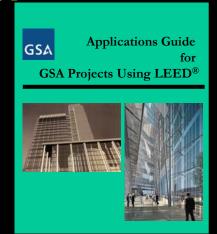
#### **Office Modernization**

	Certified		Silver		Gold		
	1A	2A	3A	4A	5A	6A	
			In Tho	usands			
Design Fee Premium	\$78.0	\$78.0	\$87.7	\$11.2	\$147.0	\$141.5	
<b>LEED Documentation &amp; Certification</b>	\$28.7	\$28.7	\$30.4	\$30.4	\$33.9	\$33.9	
Soft Cost Totals	\$106.7	\$106.7	\$118.1	\$41.6	\$180.9	\$175.4	
Cost Impact (\$/GSF)	\$0.35	\$0.35	\$0.38	\$0.43	\$0.59	\$0.57	



#### LEED Applications Guide

- Pre-Design LEED Evaluation Process
- Describes Typical Credits for GSA Projects
- •Identification of Credits That Are:
  - -GSA Mandates (P100)
  - –No Cost Premium Strategies
  - **–Low Cost Strategies**
  - -Moderate Cost Strategies
  - -High Cost Strategies



- Regional/Situational Considerations
- LEED Tasks, Organized by Project Phase



#### Copies Available Soon

**Whole Building Design Guide** 





#### Program What You Want

i.e. You Have to Contract/Ask for It

- Reference Sustainable Design Criteria
  - GSA's Facilities Standards (P-100)
  - Whole Building Design Guide
- Relate To Known Cost Premiums
  - LEED Cost Study
  - Applications Guide
- Contract for What You Want
  - Program Development
  - Incorporate Into A-E, CM, Cx Scopes



# Contracting the Delivery Team...

Whose On Your Side?

Assistant Regional Administrator Public Buildings Service

Our Clients
(Federal Agencies)

GSA Program Offices (Expectations)

Portfolio Management GSA/Client Operations

Office of the Chief Architect Design/Construction Excellence

#### **Project Manager**

(GSA Professional)



**Quality Assurance On-Time Within Budget** 

Tech. Advocates/Reviewers

(In-house and IDIQ Contract)

Construction Manager
(CM Contract)

Commissioning Authority
(May Be Sub To CM)

**Design Architect-Engineer** 

**Construction Contractor** 



#### Who Is On Your Side?

Nobody – Unless You Pay for It / Work at It

- Program Advocate Assume This is You
- Project Manager





## The Project Manager's Plate...





#### Who Is On Your Side?

Nobody – Unless You Pay/Work At It

■ Program Advocate - Assume This is You	<b>√</b>
<ul><li>Project Manager</li></ul>	×
<ul><li>Architect-Engineer</li></ul>	?
■ Sustainability Consultant - If Used	?
<ul><li>Construction Manager</li></ul>	×
<ul> <li>Commissioning Authority</li> </ul>	?
<ul> <li>Construction Contractor</li> </ul>	×
■ Client Agency - If Tied To Productivity	?

# Make Sustainability Part of the Client's Business Case

- Explain Options in Terms They Understand
  - Flexibility/Convenience/Reliability
  - Reduced Off-Hour Costs, vs Higher Costs
  - Comfort
  - IAQ, Health Issues (e.g. mold)
  - Productivity
- Let the Client Know You're On Their Side
- Explain Benefits/Weaknesses of Options
- Get Them To Want Sustainability
- Let Them Advocate/Protect Your Ideas



#### The Business Case

- How Do I Get Everything When I Have a Limited Budget?
  - Program What You Want (Criteria/Cost)
  - Integrate Your Decisions (Go for Win-Win)
- How Do I Know What I Am Doing Will Really Cost Less Over The Life of the Facility
  - Learn From What You/Others Have Done
  - Life Cycle Cost Your Options (If you can)
  - Commissioning (Persistence, Persistence, ...)



#### Integrate Your Solutions

The Business Case Must Be Made Many Times!

- Project Management Coordination
  - Bring Together Delivery Team and Program Advocates
  - Involve Clients/Stakeholders
  - Expect PMs To Coordinate, Not Advocate
- Proactive Design Direction (Not Reactive)
  - Issues/Reminders Before Each Phase
  - Tell Delivery Team What You Know/Want



# Integrate Program Goals

Systems		Aesthetics	Productivity	Sustainability	Securit	Seismi	Fire Sarety	Access (C)	Histori <b>&amp;F</b> res.	Oper. & Main.	
Foundations						3					
Basement Construction				2	2	3	2			2	
Superstructure		2		2	3	3	2	2	2		
Exterior Walls		3	2	3	3	3	2		3	2	
Exterior Glazing/Doors	Windows	3	3	3	3	2	2		2	3	
	Doors	2	2	2	3	2	2	3	2	2	
	Special, Atria	3	2	2	3	2	3		2	3	
Roofing	Coverings	2		3-	2		3	<b>O</b> -	2	3	
	Skylights	3	2	3			े 2	<b>.5</b> V	SIG	me	3
Interior Partitions/Doors		3	2	2	3	2	3	3	2	2	
Interior Access Floors			3	3	2	2	2 2 2		h C	2	П
Interior Finishes	Wall Finishes	3	3	2	up		2	tac	nc	2	
	Floor Coverings	3	3	3			2			3	
	Ceiling Treatments	3	3	3		2	2			2	
Conveyance Systems		3	2		2	2	2	3		3	
Plumbing	Fixtures	2		3				3		2	
	Dist. And Drainage					_		_		2	
HVAC	Central Plant		3	3	2	2	2			3	
	Air Distribution	2	- 3							3	
Fire Protection			In		2	20	75	VC	em	2	
Service & Distribution	Main Power		Ź	CIL	2	ayı	2				
	Emergency Power		3	2	3	3	7			2	
Light'g & Branch Wiring		3	S	mn		2		Go	als	3	
Communications & Secur	ity		2		3	2	2			2	
Equip. & Furnishings	Oper. & Maint.		3	2				2		3	
	Food Services	2	2				2	2		2	
	Fixed Furnishings	3	2	2			2	3		2	
Special Building Const.		3	2	2	2	2	2	2	2	2	
Demolition & Abatement	Bldg Elements			3					3		
	Hazard Mat.			3							
Sitework - Building	Site Prep.			3					2		
Related	Landscaping	3	2	3	2			2	2	3	
	Utilities				2	3	2			2	CC
Other Sitework - Project R		3	2	2	2	2	2	3	2	2	GS



#### The Business Case

- How Do I Get Everything When I Have a Limited Budget?
  - Program What You Want (Scope/Cost)
  - Integrate Your Decisions (Go for Win-Win)
- How Do I Know What I Am Doing Will Really Cost Less Over The Life of the Facility
  - Life Cycle Cost Your Options (If you can)
  - Commissioning (Persistence, Persistence, ...)



# Narrow Life Cycle Cost Opportunities

- 1 ✓ Energy Efficiency (HVAC, Lighting, Envelope, BAS)
- 2 **Water Usage** (Quantity, Purity)
- 3 Materials/Systems
  (Recycling, Contaminants, Durability, Locally Available)
- 4 Indoor Environment (IAQ, Acoustics, Odors)
- 5 Facility Operations (O&M Replacements, Diagnostics, Flexibility, Access, Cleanability)
- 6 Site and Transportation (Local Ecosystem, Public Transit)
- 7 Construction
  (Packaging, Site Waste Mgt., Quality
  Assurance Testing and Start-up)



#### San Francisco Federal Building





# Life Cycle Cost Your Decisions

(If you can)

- You Can Optimize Your Energy Decisions
- You Can Consider Cost Benefits of Water Conservation
- Must Often Use We're "Stewards of the Environment" Arguments for the Rest



#### The Business Case

- How Do I Get Everything When I Have a Limited Budget?
  - Program What You Want (Scope/Cost)
  - Integrate Your Decisions (Go for Win-Win)
- How Do I Know What I Am Doing Will Really Cost Less Over The Life of the Facility
  - Life Cycle Cost Your Options (If you can)
  - Commissioning (Persistence, Persistence, ...)



#### Commissioning

The Business Case to Assure Delivery

- Required On GSA Capital Construction
  - P-100 Defined, Commissioning Guiges
  - LEED Criteria Implied Market
- Total Building Gamily Carling
  - ATHRON, NEW LINE, PECI, others
- Nee The Plan
  - Quality Assurance Roadmap
  - Historically, Developed Too Late For Professional Services Contracts
  - Time Consuming, Very Expensive



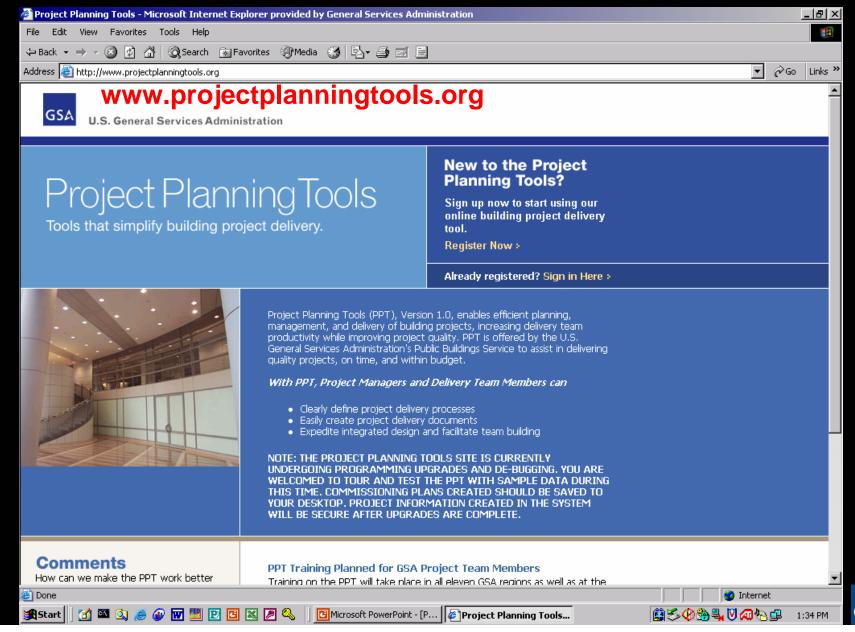
#### The Commissioning Plan Tool

Lets You Generate a Commissioning Plan That Is...

- Project Specific (Using Project Description Inputs)
- Identifies Each Team Member's Roles
- Addresses All Project Stage Tasks
- Satisfies LEED Commissioning Credit
- Scope Defining for A-E, CM, and Cx Contracts
- Available To Anyone
- Delivered In 15 Minutes, Editable
- Free



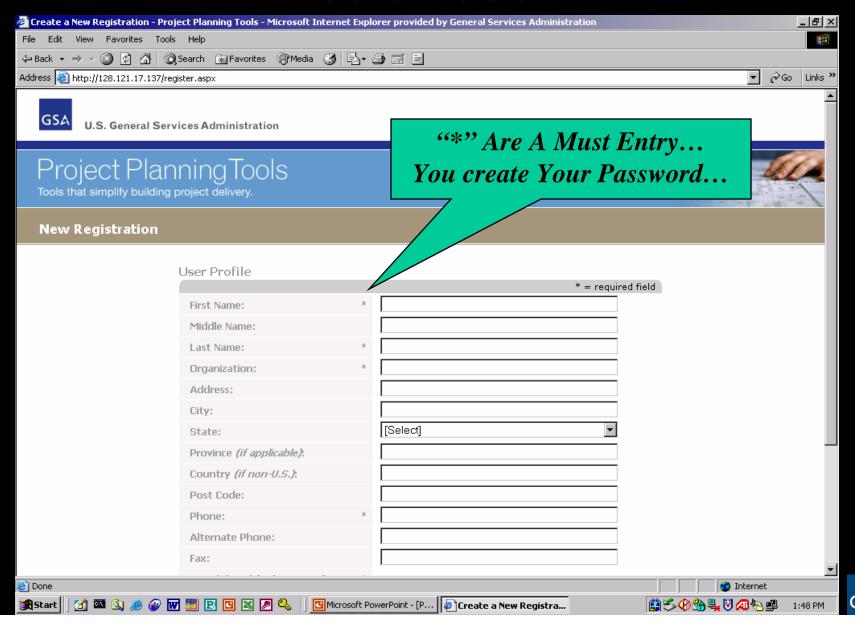
# Commissioning Plan Tool





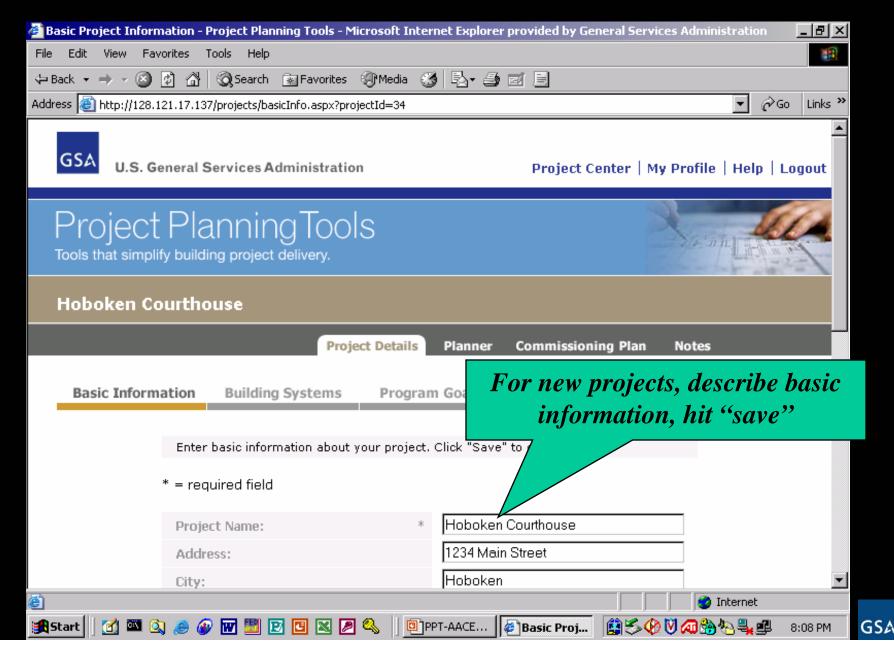
## Enter Your Life Story...

#### The short version



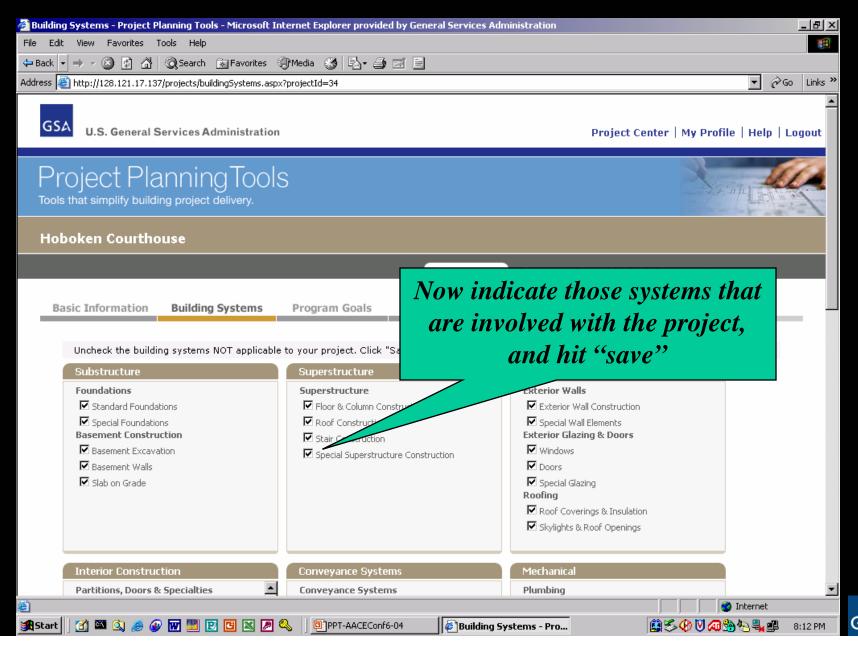


# Identify/Describe Your Project...



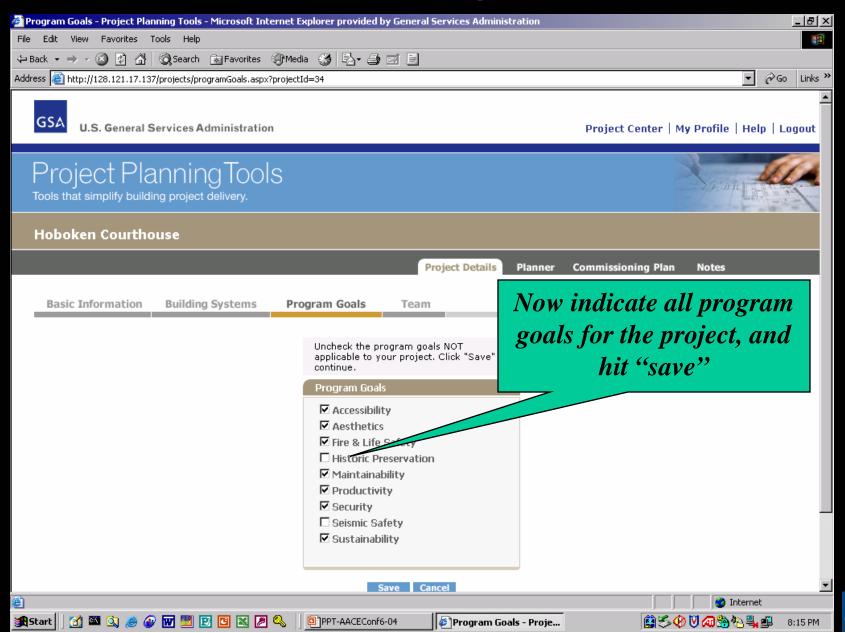


## Identify Involved Systems...



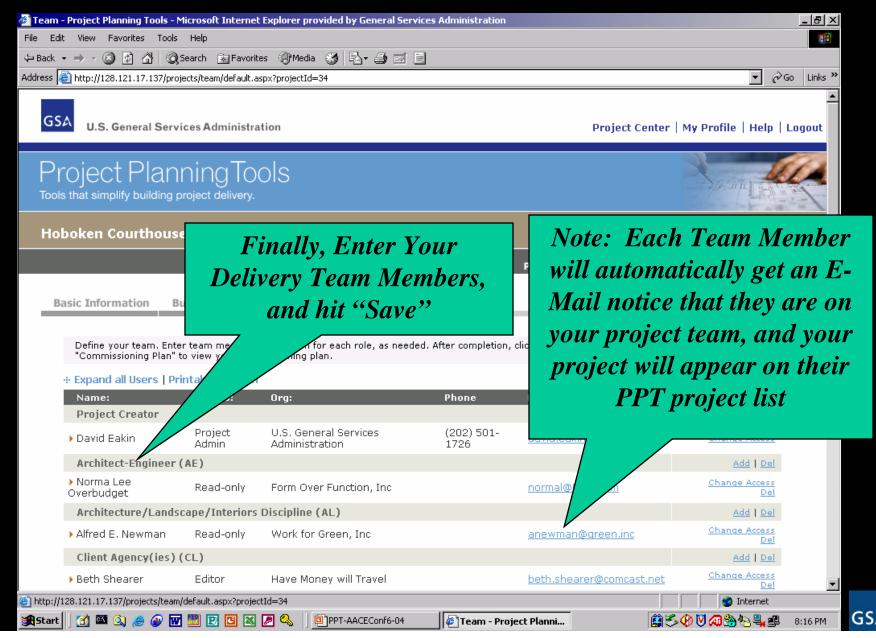


## Next Indicate Program Goals...



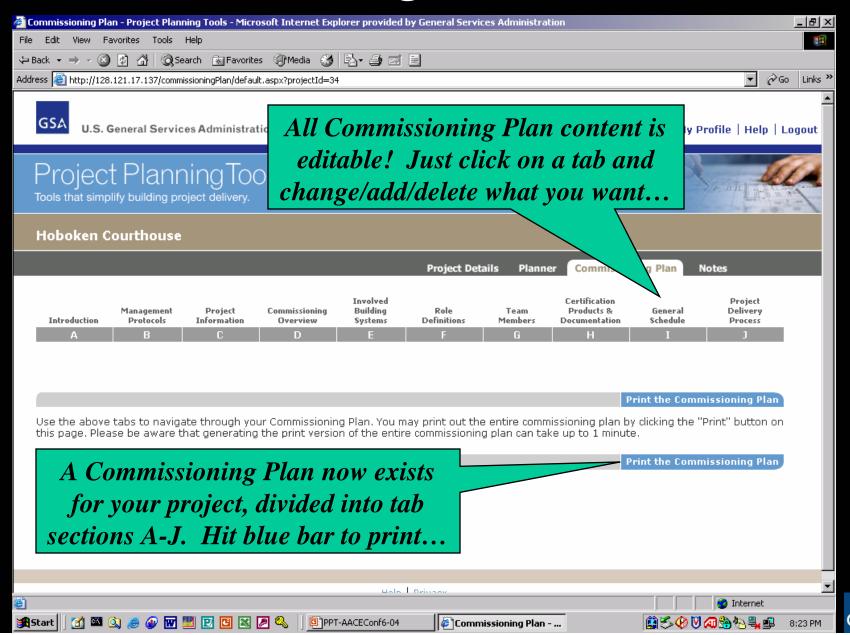


#### Now Identify Your Team...



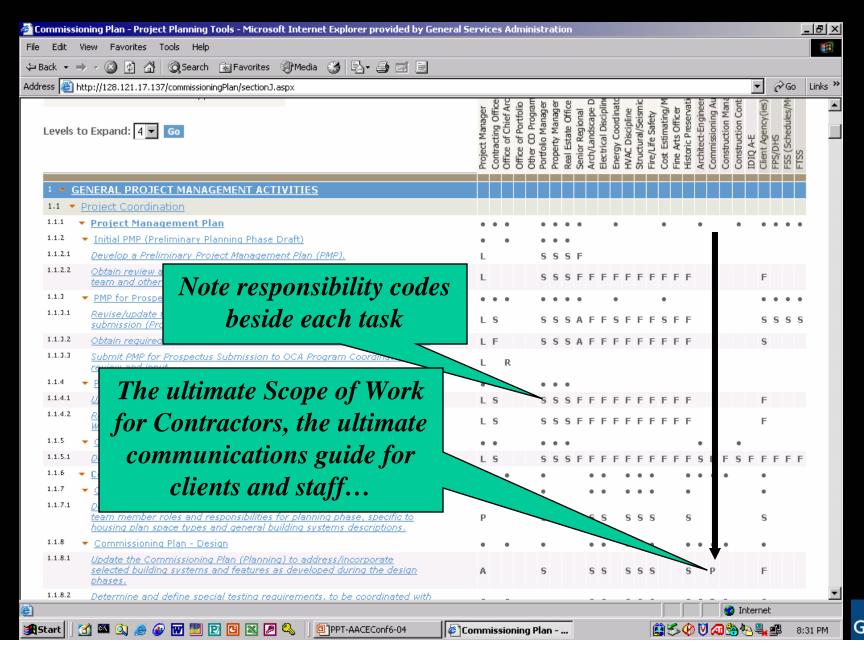


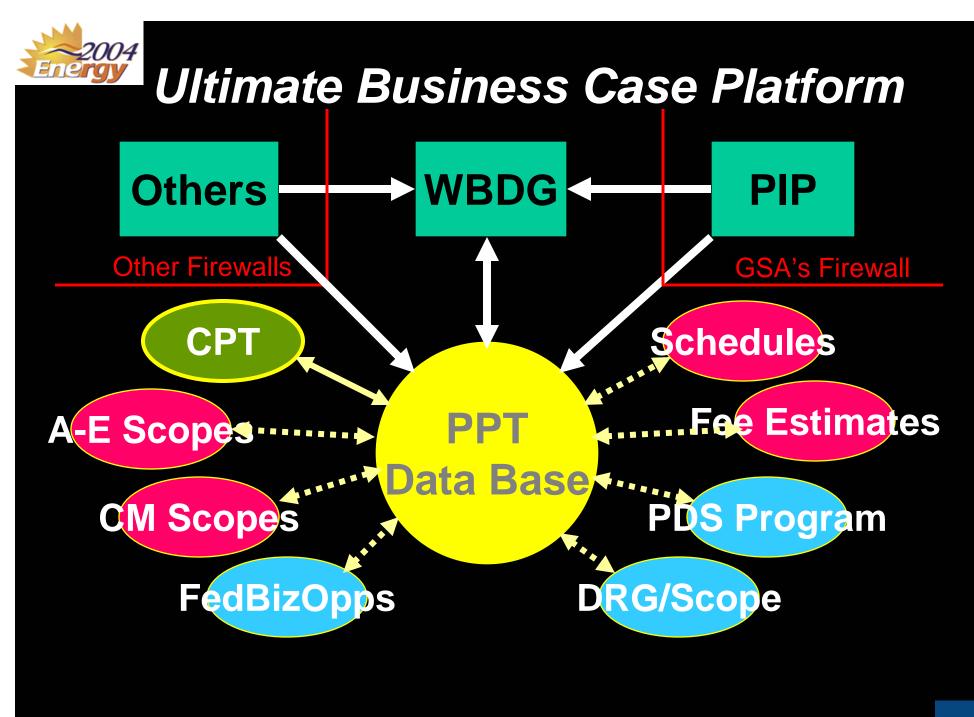
# Commissioning Plan, Shazam!





#### The Ultimate Scope Tool







## Delivery Paradigms

- Identify Need
- Develop Criteria Doc
- Comments/Resolution
- Print/Issue Doc
- Follow-up Guide(s)
- User Inquiries
- Training
- Delivery Doc Prepared
- User Modifies Practice
- Find Out Year(s) Later
- Develop New Criteria



#### Delivery Paradigms

Old New

- Identify Need
- Identify Need **Develop Criteria Doc**
- Comments/Resolution
- Print/Issue Doc
- Follow-up Guide(s)
- User Inquiries
- **Training**
- **Delivery Doc Issued**
- **User Modifies Practice**
- Find Out Year(s) Later
- **Develop New Criteria**

- Reflect In Database
  - **Delivery Doc Prepared**
- **Automatic Feedback**
- **Change Database**



#### Close The Business Case

- Program Your Requirements
  - Use Sustainable Criteria, WBDG
  - Define The Budget Pay the Price
- Define Business Case Arguments
  - LCC for Some Sustainable Issues
  - Cultivate Project Team Alliances
- Contract For It
  - If You Don't Persue It, You Won't Get It
  - The PPT Is There To Help